

**Javits-Wagner-O'Day (JWOD) Strategic Sourcing Solutions**  
Federal Acquisition Conference & Expo (FACE) 2005  
June 7-8, 2005

**JWOD PROGRAM BACKGROUND**

The Javits-Wagner-O'Day Program is...

- A preferred source to fulfill product and service requirements.
- An experienced provider of both standard and custom solutions.
- A national network of contractors that delivers a wide array of goods and services.
- A collaborative business partner delivering customer satisfaction and best value.

**JWOD PROGRAM BACKGROUND**

The Javits-Wagner-O'Day Program is also...

- A unique, socioeconomic program creating jobs for people who are blind or otherwise severely disabled.
- The single largest employer in the U.S. of persons who are blind or severely disabled – in FY 2004, more than 45,000 people
- A cost-effective way to help reduce the nearly 70% unemployment rate for this population.
- A program that promotes good stewardship of Federal contracting dollars.

**STRATEGIC SOURCING IN ACQUISITION**

- Strategic sourcing ....A **collaborative** and structured process of analyzing an organization's spending and using the information to develop strategies that increase efficiencies and reduce overall cost.
- Collaborative ....CAOs, CFOs, CIOs, and other agency leaders will **spearhead** the effort to **minimize** costs while **maintaining** mission effectiveness and **supporting** socioeconomic goals.
- The JWOD Program can help agencies take that first step towards **institutionalizing** strategic sourcing through **better pricing** and **better performance**.

**JWOD AND STRATEGIC SOURCING...**

- JWOD furnishes many products and services that may be considered "commodities" or high volume, leverage-able requirements:
  - Office supplies, cleaning products; maintenance, medical and subsistence items
  - Admin services, janitorial services, etc.
- New JWOD lines of business support value-added, strategic acquisition:
  - Document management / destruction

- Fleet management
- Warehousing and distribution
- Central facilities management, etc.

## **JWOD AND STRATEGIC SOURCING...**

- The JWOD Program should be addressed in agency-wide Strategic Sourcing Plans (OMB Memo, 5/20/2005).
  - JWOD Program's Objectives:
    - Maintain current JWOD work as prime or directed subcontractor.
    - Develop new JWOD solutions that meet Strategic Sourcing needs.
- (Examples to follow)

## **STRATEGIC SOURCING EXPERIENCES**

- JWOD has successfully participated in Strategic Sourcing initiatives, such as
  - USPS national contracts for office, cleaning and maintenance supplies
  - Army BPA for office products.
- Other successful experiences in national or regional sourcing strategies for services
  - IRS Mailrooms; IRS Document Destruction
  - Air Force ACC Switchboard.
- Participated in design of DOD Admin Services Commodity Council Pilot Program
  - JWOD nonprofit agencies will be a sourcing option alongside small business contractors

## **ADVANTAGES TO STRATEGIC SOURCING WITH JWOD PROGRAM**

- Standardize acquisition business processes.
- Standardize product/service delivery.
- Reduce total cost of ownership for acquired goods or services.
- Increase realization of socioeconomic goals.
- JWOD priority status allows flexible role in determining best solution.
  - Can participate within or as complement to strategic sourcing contract vehicles.

## **IMPLICATIONS FOR JWOD PROGRAM**

- Must track and address participation on the front-end of Strategic Sourcing Initiatives.
- Recognize the need to negotiate the JWOD “marketshare” with other sources, including socioeconomic programs.
- Prepare to participate in value-added strategy:

- Standardization,
- Consolidation,
- Data collection and
- Economies (savings or cost avoidance).

## **OPPORTUNITIES**

- Bottom Line: the JWOD Program is uniquely positioned to be part of many Strategic Sourcing efforts.
- Nationwide network of nonprofit agency contractors – can provide value-added management and/or data.
- Vast experience in many lines of business appropriate for leveraged purchasing to maximize value.
- Priority source/socioeconomic status enables collaboratively-determined role in solution.

## **FOR MORE INFORMATION**

Explore a role for the JWOD Program in your agency's Strategic Sourcing Program --

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Also, visit booth # 302 at the FACE exhibit

Resources:

- [www.jwod.gov](http://www.jwod.gov)
- [www.nish.org](http://www.nish.org)
- [www.nib.org](http://www.nib.org)